

**CHARTERED 1844**

# STATE MUTUAL LIFE ASSURANCE COMPANY

## OF WORCESTER, MASSACHUSETTS

Assets	=	=	=	=	\$58,498,696
Liabilities	=	=	=	=	55,712,154
Surplus	=	=	=	=	2,786,542
Insurance in Force	=				240,152,133

### A Letter of Commendation from the State Manager

Louisville, Ky., April 4, 1919.

Mr. J. O. West, Agent,  
Hickman, Ky.

Dear Mr. West:-

Our auditors have just completed figures on our March business showing that you won both of our cash prizes offered of \$10.00 each for the largest number of applications submitted and the largest amount of business paid for during the month.

Please accept my heartiest congratulations. The splendid business you are producing proves you have the proper amount of GO, GRIT AND GUMPTION.

I enclose herewith checks No. 8318-19 for \$10.00 each covering your cash prizes won.

It is now the fashion of the Allied Countries to award Distinguished Service Medals to soldiers for duties well done. It is, therefore, with very great pleasure I am handing you herewith the State Mutual Badge of Honor, which I am sure you will proudly wear. I present same to you for your distinguished service in the winning of both of our Cash prizes for the month of March.

Confidentially, I think our office is looking to you for \$50,000.00 of business this month.

With kindest personal regards, I remain,

Yours very truly,

A. L. NOE, General Agt.

### Did It Ever Occur to You

That we live only one day at a time?  
That your breath and liabilities don't end at the same time?

That an insurance policy is a will that no lawyer can set aside?

That you don't mean that you will take the chances, but that you will let your family take the chances?

That a State Mutual Life Policy is the best money can buy.

That only one man in five can get life insurance, and while you may be one of the five who can get it this week, you may be one of the four who can't get it next week?

That only one fire insurance policy in 1200 ever becomes a claim, while every life insurance policy is bound to mature?

That neighboring sympathy for the widow is good, but the company's draft is better?

That the most worthless assets ever found in any man's estate are his good intentions?

That the greatest protectionists in this country do the most toward protecting their families?

That you may be one of the ninety-seven out of every 100 who make a failure in life?

That next year's dollars are made out of this year's dimes?

That it takes a cyclone to lift the house off the farm, but it takes a life insurance policy to lift the mortgage?

That a widow's tears falling on an empty table will not bring food—unless they fall on an insurance policy on that table?

### His Wife Objected

"Two wee little girls across the way  
Have played together the livelong day,  
One dressed in velvet and furbelows,  
The other in faded calicoes.

The years are few since their fathers stood  
As wealthy men in the neighborhood,  
Partners in business and in their prime  
But typhoid came in the winter time.

Crepe was hung on their office door;  
Costs and creditors took the store;  
Rascally debtors failed to pay,  
And their cashier went to Canada.

And this extortion and debt and stealth  
Soon left but little of their wealth,  
And added to grief the cruel sting  
That keen-lashed poverty will bring.

One was insured, the other forgot;  
One wife objected, the other did not;  
One wife wears velvet and furbelows,  
The other wears faded calicoes."

**Insure Today. Do Not Delay**

# J. O. WEST

**LOCAL AGENT**

**Hickman, Ky.**